

RELCOMM COMMUNICATION

Chronological order

From: "Joe Cuccovia" <joe@relcomm.net>

Date: January 9, 2006 12:54:05 PM EST

To: friedman@alemarconsulting.com

Subject: Walkthrough Request

Hello Mr. Friedman

Relcomm is requesting technical walkthroughs of the following schools

Asbury Park Schools District

Discovery Charter School

Harambee Charter School

Philadelphia Electrical and Technology Charter High School

Richard Allen Preparatory Charter School

Raising Horizons Quest Charter School

Imhotep Institute Charter High School

Imani Education Circle

Thank You

Joe Cuccovia

Relcomm Inc

856-809-1056

856-264-8912 - cell

Email:joe@relcomm.net

From: Martin Friedman <friedman@alemarconsulting.com>

Date: January 9, 2006 1:33:27 PM EST

To: Joe Cuccovia <joe@relcomm.net>

Subject: Re: Walkthrough Request

No site visits have been planned.

You may make any other arrangements directly with the schools.

M

On Jan 9, 2006, at 12:54 PM, Joe Cuccovia wrote:

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Raising Horizons Quest Charter School

Imhotep Institute Charter High School

Imani Education Circle

Thank You
Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email: joec@relcomm.net

Martin Friedman
ALEMAR Consulting, Inc.
610-999-9935
610-353-1005 fax
friedman@alemarconsulting.com
www.alemar.net

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From: "John Holt" <bjholtjr@hotmail.com>
Date: January 9, 2006 5:08:42 PM EST
To: "Martin Friedman" <friedman@alemarconsulting.com>
Subject: Re: Walkthrough Request

Why do these people keep messing with you. There should be some protection from people who are only trying to find a way for new litigation.

John
----- Original Message -----
From: [Martin Friedman](#)
To: [John Holt](#)
Sent: Monday, January 09, 2006 1:34 PM
Subject: Fwd: Walkthrough Request

RelCom.

Begin forwarded message:

From: "Joe Cuccovia" <joec@relcomm.net>

Date: January 9, 2006 12:54:05 PM EST

To: friedman@alemarconsulting.com

Subject: Walkthrough Request

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From: "Joe Cuccovia" <joec@relcomm.net>
Date: January 11, 2006 10:31:40 AM EST
To: friedman@alemarconsulting.com
Subject: Asbury Park Walkthrough

Hello Mr. Friedman
We would like to schedule a walkthrough of Asbury Park School District
as soon as possible.

Thank You
Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joec@relcomm.net

From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 13, 2006 12:38:33 AM EST
To: Joe Cuccovia <joec@relcomm.net>
Subject: Re: Asbury Park Walkthrough

Joe,

There is no requirement to hold a walkthrough, the district did intend
to do so, however, as the District's consultant, will certainly provide
you with the same information available to all prospective bidders.

M

On Jan 11, 2006, at 10:31 AM, Joe Cuccovia wrote:
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We would like to schedule a walkthrough of Asbury Park School District
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From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 13, 2006 12:46:25 AM EST
To: Joe Cuccovia <joec@relcomm.net>
Subject: Re: Asbury Park Walkthrough - correction

Joe,

Sorry, the last one shot off before it was completed.

There is no requirement to hold a walkthrough, the district did not intend to do so, however, as the District's consultant, will certainly provide you with the same information available to all prospective bidders.

M

On Jan 11, 2006, at 10:31 AM, Joe Cuccovia wrote:
Hello Mr. Friedman
We would like to schedule a walkthrough of Asbury Park School District as soon as possible.

Thank You
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From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 13, 2006 11:01:57 AM EST
To: Joe Cuccovia <joec@relcomm.net>
Subject: Re: Asbury Park Walkthrough - correction

Joe,

Joe, my email account was clogged for 36 hours and was all dumped on me last evening. I just want to make sure that you are clear about my reply to your request.

There is no requirement to hold a walkthrough, the district did not intend to do so and is not required to cater to individual requests for site visits.

However, as the District's eRate consultant, I will certainly provide you with the same information available to all prospective bidders.

Please confirm receipt and contact me if there are any further questions.

Thanks.

M

On Jan 11, 2006, at 10:31 AM, Joe Cuccovia wrote:
Hello Mr. Friedman

We would like to schedule a walkthrough of Asbury Park School District as soon as possible.

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From: "Joe Cuccovia" <joec@relcomm.net>
Date: January 13, 2006 5:19:18 PM EST
To: friedman@alemarconsulting.com
Subject: Asbury Park

Martin
Which 470 for Asbury Park are we to respond to?
The 2nd one posted is very similar to the 1st ,with minor modifications.
Does the 2nd one supercede the first??

Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joec@relcomm.net

From: "Joe Cuccovia" <joe@relcomm.net>
Date: January 13, 2006 7:35:43 PM EST
To: Martin Friedman <friedman@alemarconsulting.com>
Subject: Re: Asbury Park

With the exception of those two items all others on the specs are to be bid exactly as they are?

Also, to provide an accurate and cost effective Bid on the initial 470 we would want a walk through of the facilities. We have been attempting arrange this for over a week, when can we do this. The school has specifically told us that this would be fine and to arrange that with you,

Joe,

Joe,

Projects #11 and 12 in the first RFP are superseded by projects #1 and 2 in the second RFP - minor changes in the number of drops. That is all.

With the exception of the above, the RFPs are not the same.

Again, with the exception of the above, I cannot advise you to which RFP to respond unless I know which listed projects you wish to consider.

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Email:joec@relcomm.net

From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 13, 2006 7:46:31 PM EST
To: "Joe Cuccovia" <joec@relcomm.net>
Subject: Re: Asbury Park

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From: "Joe Cuccovia" <joe@relcomm.net>
Date: January 16, 2006 2:34:59 PM EST
To: friedman@alemarconsulting.com
Subject: Charter School Question List

Hello Mr. Friedman.
Attached is a list of questions pertaining to several charter schools.

Thank You
Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joe@relcomm.net

From: "Joe Cuccovia" <joe@relcomm.net>
Date: January 16, 2006 5:38:10 PM EST
To: friedman@alemarconsulting.com
Subject: Question Lists for Asbury Park

Attached are lists of questions pertaining to Asbury Park 470#
881000000568940 and 502130000575277

Thank You
Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joe@relcomm.net

From: "Joe Cuccovia" <joe@relcomm.net>
Date: January 18, 2006 1:35:25 PM EST
To: friedman@alemarconsulting.com
Subject: Charter School Question List

Hello Mr. Friedman.
Can you supply us with the answers to the questions in the list that was sent to you?

Thank You
Joe Cuccovia
Relcomm Inc

856-809-1056
856-264-8912 - cell
Email:joec@relcomm.net

From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 18, 2006 5:18:57 PM EST
To: "Joe Cuccovia" <joec@relcomm.net>
Subject: Asbury Park and other requests

Joe,

In response to all of your various requests and for the final time, no walkthroughs have been scheduled and none will be scheduled for any bidders or potential bidders. They are not required and the schools/districts are not required to do so.

I cannot provide you, RelCom, with any special treatment - all bidders are provided with the same information, contained in the RFP. I can only provide you with information that others have or would be entitled to. Since you have requested copies of the blueprints, they are attached.

Because you posted your request on the Friday evening of a 3-day holiday for the schools, and posted additional requests during that holiday, you must expect that a reply would not come until after the holiday.

M

On Jan 13, 2006, at 7:35 PM, Joe Cuccovia wrote:
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From: "Joe Cuccovia" <joec@relcomm.net>
Date: January 18, 2006 7:54:36 PM EST
To: friedman@alemarconsulting.com
Subject: Asbury Park Question List

Hello Mr. Friedman.

Attached is a list of questions for the internal connection portion of Asbury Park 470# 881000000568940.

RelComm is not asking for any special treatment.
We are requesting information on specific items in the RFP.
You are listed in Section 12 of the 470 as "the person on the project who can provide answers to these questions."
Any other bidder is entitled to ask these type of questions and, get the same answers as RelComm.

Thank You
Joe Cuccovia
Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joec@relcomm.net

From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 19, 2006 3:32:26 PM EST
To: Joe Cuccovia <joec@relcomm.net>
Subject: Re: Asbury Park Question List

Joe,

Replies to your questions follow:

Asbury Park Public Schools

E-Rate 470# 8000000568940

Project 11: Internal Cabling. Please, provide blueprints with marked closet and drop locations.

The plans were provided to you on January 18, 2006. There is currently no diagram available with the markups you request.

Project 12: Network Electronics. Please provide a diagram of the existing Network.

The RFP has a listing of devices by type, make, model, and quantity. The diagram you are asking for is not readily available nor is it relevant to bidding on a list of equipment and installing it.

Project 13: Servers. Please, explain the necessity and purpose of the requested Web Hosting (Project 5) and Email Hosting (Project 6) services and the way the requested Email/Web servers should be integrated with those services (if the integration is required). If integration is not required, then I would explain that here. If integration is required, then tell them that this is something that you are looking for proposers to address.

Please, explain the choice of the hardware specs of the requested servers. The fact is that the amount of the system resources required for performing functions of web/email servers are considerably higher than those necessary to provide DNS and DHCP services. Nevertheless the specs are identical for all servers.

This would mean that web/email servers may be underpowered on one hand or, if the selection for those servers is justified, an unnecessary expenditure for the DNS/DHCP servers on the other. Leaving out the fact that DNS and DHCP services can be performed by the Web/Email servers without additional overhead (this configuration would be preferable anyway). This also creates the impression that the goal is to maximize hardware under the pretence of compliance with SLD rules. E-rate specifies the eligible functionality of the systems but is not a mandate to purchase a separate unit of hardware for each eligible service.

The hardware resources are necessary to meet the District's technology needs. The choice of technology is a District decision, not a vendor decision. The District fully appreciates your comments regarding the parameters of the E-rate rules, and we have undertaken these procurements in full compliance with the rules. Obviously, we don't agree with your assertion that "[t]his also creates the impression that the goal is to maximize hardware under the pretence [sic- pretense] of compliance with SLD rules.

Project 16: PVBX. Does current ComWeb system, mean the one ComWeb currently offers or the one currently installed in the school, there was no mention of it in the description of the existing network. Please explain the cabling. Does the installation of the PVBX require additional wiring, or is all the wiring included under (Project 11). If additional wiring is required, please provide the blueprints of the building with location of the PVBX and locations of all the nodes marked. Include number of classrooms per Bldg.

Project #16: The RFP clearly states "ComWeb KW" system. They only make one KWS. The system requires cabling between its components on installation and is not part of cabling project #11.

Blueprints and locations are currently unavailable and need not be supplied.

On Jan 18, 2006, at 7:54 PM, Joe Cuccovia wrote:
Hello Mr. Friedman.

Attached is a list of questions for the internal connection portion of
Asbury Park 470# 881000000568940.

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We are requesting information on specific items in the RFP.
You are listed in Section 12 of the 470 as "the person on the project
who can provide answers to these questions."
Any other bidder is entitled to ask these type of questions and, get the
same answers as RelComm.

Thank You
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Relcomm Inc
856-809-1056
856-264-8912 - cell
Email:joec@relcomm.net
<Asbury_Question_List.doc>

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From: Martin Friedman <friedman@alemarconsulting.com>
Date: January 20, 2006 12:58:59 AM EST
To: Joe Cuccovia <joec@relcomm.net>

Subject: Re: Charter School Question List

Joe,

Replies below.

M

Richard Allen Preparatory Charter School:

470# 251200000568966 and 436300000568977

Part 2 (internal connections).

Project 6: LAN Maintenance Agreement. In the responsibilities listed for system administration, what was the basis for 225 hours of maintenance?

Please explain why several server and windows specific items are included under Cisco maintenance? Understandably if the amount of maintenance falls short of 225 hours, the adjustment can be made; what happens if the amount of maintenance exceeds the number of hours? Would the school be responsible for the balance, or would the maintenance under this E-rate contract terminate? . What company and provisions are currently in place for non e-rate maintenance, what functions are done by internal staff?

Please, provide the diagram of the existing network

The RFP clearly states the number of hours, the equipment to be covered, and the tasks to be performed. There is currently no diagram available.

Project 9: PVBX Maintenance Agreement. Is the requested maintenance for the existing system or for the new one requested in **project 19**? If it is for the existing PVBX, should the new one also be maintained?

This is for the existing PVBX.

Project 10: Extended Warranties. How old are the existing servers? Provide the models of the servers. Please describe the desirable conditions of the warranties (availability, response time, advanced shipping,...). Please, explain the usage of the existing servers (services are they providing).

The servers are model ML370. On-site is desirable, next day.

Project 12: Internal Cabling. Please, provide blueprints with marked closet and drop locations.

The blueprints were provided to you on January 18, 2006. There is currently no diagram available with the markups you request.

Project 13: Network Electronics. Explain the necessity of 16(!)-port KVM switches (total of 6 servers (!)).

Choice of technology is a school decision, not a vendor decision.

Project 14: Servers. Please, explain the necessity and purpose of the requested Web Hosting (**Project 4**) and Email Hosting (**Project 5**) services and the way the requested Email/Web servers should be integrated with those services (if the integration is required).

Please, explain the choice of the hardware specs of the requested servers. The fact is that the amount of the system resources required for performing functions of web/email servers are considerably higher than those necessary to provide DNS and DHCP services. Nevertheless the specs are identical for all the servers.

This would mean that web/email servers may be underpowered on one hand or, if the selection for those servers is justified, an unnecessary expenditure for the DNS/DHCP servers on the other. Leaving out the fact that DNS and DHCP services can be performed by the Web/Email servers without additional overhead (this configuration would be preferable anyway). This also creates the impression that the goal is to maximize hardware under the pretence of compliance with SLD rules. E-rate specifies the eligible functionality of the systems but is not a mandate to purchase a separate unit of hardware for each eligible service.

The hardware resources are necessary to meet the school's technology needs. The choice of technology is a School decision, not a vendor decision. The school fully appreciates your comments regarding the parameters of the E-rate rules, and we have undertaken these procurements in full compliance with the rules. Obviously, we don't agree with your assertion that "[t]his also creates the impression that the goal is to maximize hardware under the pretence [sic- pretense] of compliance with SLD rules.

Project 17: Distance Learning Equipment. How the unit with non-removable camera should be handled if cost can not be removed. The RFP clearly states how non-eligible items should be handled. The vendor must cost allocate non-eligible items.

Project 18: Video Equipment. Please provide the reference model for each item or detailed description of intended use and specifications required.

These items are intended to support project #17, such as the Multipoint Control Unit.

Project 19: PVBX. Does current Innovative Technology system, mean the one Innovative Technology currently offers or the one currently installed in the school, there was no mention of it in the description of the existing network. Please explain the cabling. Does the installation of the PVBX require additional wiring, or is all the wiring included under (**Project 12**). If additional wiring is required, please provide the blueprints of the building with location of the PVBX and locations of all the nodes marked. Include number of classrooms per Bldg. Please, refer to the **Project 9** question.

A new PVBX should be the current model. The cabling is included in project #12.

Project 22: Wireless LAN. Please, mark the locations of the wireless areas on the blueprints.

The blueprints were provided to you on January 18, 2006. There is currently no diagram available with the markups you request.

Philadelphia Electrical & technology CHS

470# 967830000568978

Part 2 (internal connections).

Project 3: Network Electronics. How many ports do the hubs have to have? What is the reason for using hubs? Please, explain the level of interoperability with existing system. Please, provide the detailed description of the existing network (including the network diagram and equipment list).

The hubs should be 8-port, This is a listing of devices by type, make, model, and quantity. The diagram you are requesting is not readily available nor is it relevant to bidding on a list of equipment and installing it.

Project 4: Servers. Please, explain the choice of the hardware specs of the requested servers. The fact is that the amount of the system

resources required for performing functions of web/email servers are considerably higher than those necessary to provide DNS and DHCP services. Nevertheless the specs are identical for all the servers.

This would mean that web/email servers may be underpowered on one hand or, if the selection for those servers is justified, an unnecessary expenditure for the DNS/DHCP servers on the other. Leaving out the fact that DNS and DHCP services can be performed by the Web/Email servers without additional overhead (this configuration would be preferable anyway). This also creates the impression that the goal is to maximize hardware under the pretence of compliance with SLD rules, which in turn can jeopardize the funding. E-rate specifies the eligible functionality of the systems and is not a mandate to purchase a separate unit of hardware for each eligible service.

The hardware resources are necessary to meet the school's technology needs. The choice of technology is a School decision, not a vendor decision. The school fully appreciates your comments regarding the parameters of the E-rate rules, and we have undertaken these procurements in full compliance with the rules. Obviously, we don't agree with your assertion that "[t]his also creates the impression that the goal is to maximize hardware under the pretence [sic- pretense] of compliance with SLD rules.

Misc: Does the school have pre-existing network maintenance agreement? If not, why is maintenance is not being requested? Network maintenance is not listed on the FRP. No additional information is required.

Discovery Charter School

470# 423150000568981

Part 2 (internal connections).

Project 6: LAN Maintenance Agreement. In the responsibilities listed for system administration, what was the basis for 225 hours of maintenance?

Please explain why several server and windows specific items are included under Cisco maintenance? Understandably if the amount of maintenance falls short of 225 hours, the adjustment can be made; what happens if the amount of maintenance exceeds the number of hours? Would the school be responsible for the balance, or would the

maintenance under this E-rate contract terminate? . What company and provisions are currently in place for non e-rate maintenance, what functions are done by internal staff?

Please, provide the diagram of the existing network

The RFP clearly states the number of hours, the equipment to be covered, and the tasks to be performed. There is currently no diagram available.

Project 9: PVBX Maintenance Agreement. Is the requested maintenance for the existing system or for the new one requested in **project 19**. If it is for the existing PVBX, should the new one also be maintained?

This is for the new PVBX.

Project 10: Extended Warranties. How old is the existing server? Provide the model of the server. Please describe the desirable conditions of the warranties (availability, response time, advanced shipping,...). Please, explain the usage of the existing server (services it is providing).

This project has been dropped.

Project 12: Internal Cabling. Please, provide blueprints with marked closet and drop locations.
There is currently no diagram available with the markups you request.

Project 13: Network Electronics. Explain the necessity of 16(!)-port KVM switches (total of 6 servers (!)).
Choice of technology is a school decision, not a vendor decision.

Project 14: Servers. Please, explain the necessity and purpose of the requested Web Hosting (**Project 4**) and Email Hosting (**Project 5**) services and the way the requested Email/Web servers should be integrated with those services (if the integration is required). Please, explain the choice of the hardware specs of the requested servers.

The fact is that the amount of the system resources required for performing functions of web/email servers are considerably higher than those necessary to provide DNS and DHCP services. Nevertheless the specs are identical for all the servers.

This would mean that web/email servers may be underpowered on one hand or, if the selection for those servers is justified, an unnecessary expenditure for the DNS/DHCP servers on the other. Leaving out the fact that DNS and DHCP services can be performed by the Web/Email

servers without additional overhead (this configuration would be preferable anyway). This also creates the impression that the goal is to maximize hardware under the pretence of compliance with SLD rules. E-rate specifies the eligible functionality of the systems but it is not a mandate to purchase a separate unit of hardware for each eligible service.

The hardware resources are necessary to meet the school's technology needs. The choice of technology is a School decision, not a vendor decision. The school fully appreciates your comments regarding the parameters of the E-rate rules, and we have undertaken these procurements in full compliance with the rules. Obviously, we don't agree with your assertion that "[t]his also creates the impression that the goal is to maximize hardware under the pretence [sic- pretense] of compliance with SLD rules.

Project 17: Distance Learning Equipment. How the unit with non-removable camera should be handled?

The RFP clearly states how non-eligible items should be handled. The vendor must cost allocate non-eligible items.

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These items are intended to support project #17, such as the Multipoint Control Unit.

Project 19: PVBX. Does current Innovative Technology system, mean the one Innovative Technology currently offer or the one currently installed in the school, there was no mention of it in the description of the existing network. Please explain the cabling. Does the installation the PVBX require additional wiring, or all the wiring is included under (**Project 12**). If additional wiring is required, please provide the blueprints of the building with location of the PVBX and locations of all the nodes marked. Please, refer to the **Project 9** question.

A new PVBX should be the current model. The cabling is included in project #12.

Project 22: Wireless LAN. Please, mark the locations of the wireless areas on the blueprints.

There is currently no diagram available with the markups you request